Philip Morris USA

PM SHIPMENTS TO MCLANE ~~REMAINED ABOVE AVERAGE DUE TO MARLBORO 5 FOR 4s AND HOLIDAY PRE-SHIPMENTS~~ returned to near normal levels. MCLANE'S SALES TO RETAIL HAVE BEEN AVERAGING 545 MILLION PER WEEK. ~~levels~~

TOTAL PM VOLUME MCLANE

(millions of cigarettes)

Week ending	PM shipped to McLane	McLane shipped to Retailers	Difference	Cume Diff. From 1/7/94
3/4	195.9	475.5	-279.6	
3/11	98.7	482.5	-383.8	
3/18	383.3	533.6	-150.3	
3/25	226.3	516.3	-290.0	
4/1	145.1	558.9	-413.8	
4/8	949.1	533.0	416.1	
4/15	1,076.6	529.6	547.0	
4/22	1,087.1	544.5	542.6	
4/29	726.7	560.8	165.9	
5/6	674.6	555.9	118.7	
5/13	614.2	565.8	48.4	~~1,713.0~~
5/20	540.9	~~N/A~~ 569.7	~~N/A~~ -28.8	
5/27	606.6	~~N/A~~ 544.2	~~N/A~~ 62.4	1,746.6
6/3	~~555.9~~ 544.8	N/A	N/A	

All volumes exclude ~~for~~ Sam's Clubs in Michigan purchasing directly from PM.

Source: https://www.industrydocuments.ucsf.edu/docs/hzwj0004